



News from the Frontier of Innovation

October 2001

Monthly Activity Report from the Loudoun County Department of Economic Development
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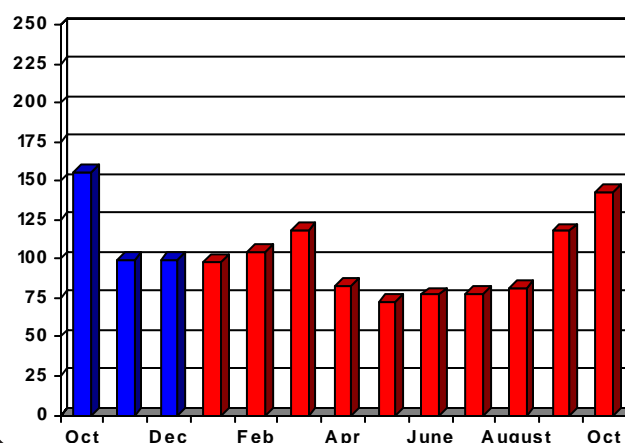
New Prospect Activity:

Prospect activity for the month of October:

- @ Responded to 34 Requests for General Information
- @ Sent Out 61 Marketing Packages
- @ Delivered 1 Proposal and 6 Presentations
- @ Worked with 6 New and 30 On-Going Prospects
- @ Conducted 5 Tours

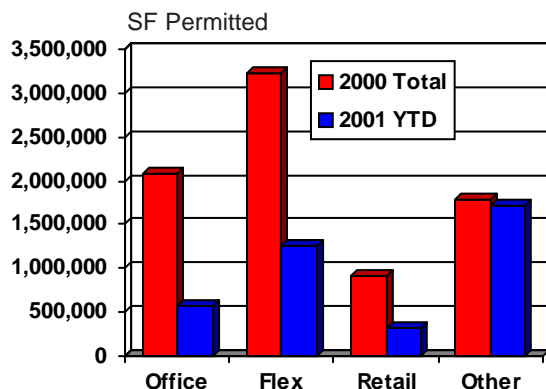
Total Prospect Activity

October 2000 - October 2001



Construction Activity

Nonresidential Construction 2000 Total and 2001 January - September



So far in 2001, Loudoun County has permitted 3,865,639 square feet of nonresidential construction. The value of this month's new buildings (\$83,806,963) and alterations (\$2,773,795) is over \$86 million.

- Office - 1,502 SF in September (64,886 SF in August)
- Flex/Industrial - 312,147 SF in September (78,004 SF in August)
- Retail - 63,586 SF in September (0 SF in August)
- Other - 791,901 SF in September (77,033 SF in August)
- Taxable - 627,338 SF in September (142,890 SF in August)
- Route 28 - 731,490 SF in September (73,485 SF in August)

Announcements:

New Business

Prison Fellowship Ministries (<http://www.christianity.com/prisonfellowship>) has purchased a 13 acre site at Lansdowne for the relocation of its national headquarters. Once built, the 80,000 square foot building will employ approximately 250 people. PFM is one of the world's largest organizations providing outreach to prisoners, ex-prisoners, crime victims, and their families. The organization was founded by Chuck Colson, a former aide to President Nixon and the first person to be incarcerated on Watergate-related charges. PFM was founded in 1976 following Colson's conversion to Christianity, release from prison, and his promise to "never forget those behind bars."

Aurum Technology, Inc. (www.aurumtechnology.com) has moved from Reston and opened an item processing center in 17,380 square feet of space at Loudoun Center. The Plano, Texas based company's local branch employs 60 people and processes millions of paper-based transactions per month, such as checks, deposit slips, general ledger tickets, and monthly account statements for financial institutions.

Picture Vision (www.picturevision.com) has moved its headquarters from Herndon into 29,922 square feet at 21819 Atlantic Boulevard in Sterling.

Picture Vision is a leader in providing consumers and corporations the means to share photographs via the Internet. The company employs approximately 60 employees.

Daltile (www.daltile.com), the largest U.S. ceramic tile manufacturer, has opened a 12,700 square foot showroom and distribution facility at Airport Commerce Center in Sterling. The company employs four, and specializes in glazed and unglazed floor and wall tile, glazed and unglazed ceramic mosaics, and unglazed quarry tile.

IconMediaLab (www.iconmedialab.com) has opened a branch in 2,549 square feet at Lakeside @ Loudoun Tech in Dulles. The company, founded in Stockholm, Sweden in 1996, is a leading global e-business consulting and integration firm with offices in 19 countries throughout the world. The local office specializes in Internet system development, software development, and consulting services. Approximately 20 employees work at the Dulles location.

Existing Business

BIAP (www.biap.com) has expanded their staff from 15 to 28 people, and will be moving from 3,866 square feet in Old Town Leesburg into approximately 6,000 square feet at the 2 Riverbend building at Lansdowne. BIAP software allows users to automatically gather, filter, distribute and share information from any device - to any device: including desktops, phones, PDAs, and TVs.

Noteworthy:

DED's Robyn Bailey, Lou Nichols, and other Loudoun County staff took the **Fitch, Moody's, and Standard and Poor's** bond rating agencies on tours of the County October 22 - 24. The agencies will be using the tours along with written information to determine Loudoun's bond rating. Loudoun County's size, economic diversity, and stability are among the factors being considered.

Robyn Bailey also took the Loudoun County Leadership Team on an **Eastern Loudoun Tour** October 25 as part of an initiative to offer tours to county staff on a regular basis. A tour of the western portion of the county will be offered to employees in the spring.

As part of the Virginia Economic Development Partnership marketing team, Pam Treadwell attended the **International Development Research Council's World Congress Conference** in Dallas, Texas October 20 - 24. IDRC is the world's leading inclusive organization for corporate asset and infrastructure resource professionals. As of January 2002, IDRC will merge with the National Association of Corporate Real Estate (NACORE) to form a new organization known as CoreNet. This unprecedented step will create one new association to represent the corporate asset management industry with a singular mission. While in Texas, Pam also accompanied Tim Priest, marketing director of the Greater Washington Initiative, on visits to Dallas businesses.

The Virginia Department of Emergency Management (<http://www.vdem.state.va.us/about/>) stated in October that any business that has evidence of economic injury as a result of the September 11 attacks may apply directly to the federal Small Business Administration (SBA) for low-interest loans and assistance. Businesses do not need to be located in Arlington; affected businesses from all locations will be considered. Anyone interested should contact the SBA at 800-659-2955, or visit the SBA field office at George Mason University's Arlington Campus at 3401 North Fairfax Drive, Room 217. Walk-ins are welcome without appointments.

The Loudoun County Small Business Development Center (www.loudounsbdc.org) continues to see an increase in both the number of clients they assist and the numbers of individuals participating in their seminars. By the end of September 2001, client counseling hours were up 56%, the total number of clients was up 40%, and attendance at the "Start Your Business" seminars was up 47% over last year at the same time.

DED cosponsored the **2nd Annual Homegrown Loudoun Festival** at Claude Moore Park in Sterling October 13. Other sponsors for the event included the Loudoun Parks, Recreation and Community Services Department, the Bluemont Concert Series, and the Heritage Farm Museum.